



# HUB SUBCONTRACTING PLAN (HSP)

In accordance with Gov't Code §2161.252, the contracting agency has determined that subcontracting opportunities are probable under this contract. Therefore, respondents, including State of Texas certified Historically Underutilized Businesses (HUBs), must complete and submit a State of Texas HUB Subcontracting Plan (HSP) with their solicitation response.

**NOTE: Responses that do not include a completed HSP shall be rejected pursuant to Gov't Code §2161.252(b).**

The HUB Program promotes equal business opportunities for economically disadvantaged persons to contract with the State of Texas in accordance with the goals specified in the State of Texas Disparity Study. The HUB goals defined in 1 TAC §111.13 are: **11.9 percent for heavy construction other than building contracts, 26.1 percent for all building construction, including general contractors and operative builders contracts, 57.2 percent for all special trade construction contracts, 20 percent for professional services contracts, 33 percent for all other services contracts, and 12.6 percent for commodities contracts.**

- - Agency Special Instructions/Additional Requirements - -

## SECTION 1 - RESPONDENT AND SOLICITATION INFORMATION

- a. Respondent (Company) Name: Gateway Companies Inc. State of Texas VID #: 1460431398200  
Point of Contact: Kris Mogensen x27302 Phone #: 800-846-2030
- b. Is your company a State of Texas certified HUB? ☐ - Yes ☒ - No
- c. Solicitation #: DIR -SDD-220

## SECTION 2 - SUBCONTRACTING INTENTIONS

After having divided the contract work into reasonable lots or portions to the extent consistent with prudent industry practices, the respondent must determine what portion(s) of work, including goods or services, will be subcontracted. Note: In accordance with 1 TAC §111.12., a "Subcontractor" means a person who contracts with a vendor to work, to supply commodities, or contribute toward completing work for a governmental entity. Check the appropriate box that identifies your subcontracting intentions:

- ☒ - Yes, I will be subcontracting portion(s) of the contract.  
(If Yes, in the spaces provided below, list the portions of work you will be subcontracting, and go to page 2.)
- ☐ - No, I will not be subcontracting any portion of the contract, and will be fulfilling the entire contract with my own resources.  
(If No, complete SECTION 9 and 10.)

| Line Item # - Subcontracting Opportunity Description | Line Item # - Subcontracting Opportunity Description |
|--|--|
| ( #1) - Hardware                                     | (#11) -  |
| ( #2) - Custom Integration Services                  | (#12) -  |
| ( #3) - Training                                     | (#13) -  |
| ( #4) - Installation                                 | (#14) -  |
| ( #5) - Warranty maintenance                         | (#15) -  |
| ( #6) -  | (#16) -  |
| ( #7) -  | (#17) -  |
| ( #8) -  | (#18) -  |
| ( #9) -  | (#19) -  |
| (#10) -  | (#20) -  |

\*If you have more than twenty subcontracting opportunities, a continuation page is available at [http://www.tbpc.state.tx.us/hub/forms/HSP\\_sep06\\_cont1.doc](http://www.tbpc.state.tx.us/hub/forms/HSP_sep06_cont1.doc).

Enter your company's name here: Gateway Companies, Inc.Solicitation #: DIR-SDD-220

IMPORTANT: You must complete a copy of this page for each of the subcontracting opportunities you listed in SECTION 2. You may photocopy this page or download copies at [http://www.tbpc.state.tx.us/hub/forms/HSP\\_sep06\\_cont2.doc](http://www.tbpc.state.tx.us/hub/forms/HSP_sep06_cont2.doc).

**SECTION 3 - SUBCONTRACTING OPPORTUNITY**

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**SECTION 4 - MENTOR-PROTÉGÉ PROGRAM**

If respondent is participating as a Mentor in a State of Texas Mentor Protégé Program, submitting their Protégé (Protégé must be a State of Texas certified HUB) as a subcontractor to perform the portion of work (subcontracting opportunity) listed in SECTION 3, constitutes a good faith effort towards that specific portion of work. Will you be subcontracting the portion of work listed in SECTION 3 to your Protégé?

☐ - Yes (If Yes, complete SECTION 8 and 10.) ☐ - No / Not Applicable (If No or Not Applicable, go to SECTION 5.)**SECTION 5 - PROFESSIONAL SERVICES CONTRACTS ONLY**

This section applies to Professional Services Contracts only. All other contracts go to SECTION 6.

Does your HSP contain subcontracting of 20% or more with HUB(s)?

☐ - Yes (If Yes, complete SECTION 8 and 10.) ☐ - No / Not Applicable (If No or Not Applicable, go to SECTION 6.)

In accordance with Gov't Code §2254.004, "Professional Services" means services: (A) within the scope of the practice, as defined by state law of accounting; architecture; landscape architecture; land surveying; medicine; optometry; professional engineering; real estate appraising; or professional nursing; or (B) provided in connection with the professional employment or practice of a person who is licensed or registered as a certified public accountant; an architect; a landscape architect; a land surveyor; a physician, including a surgeon; an optometrist; a professional engineer; a state certified or state licensed real estate appraiser; or a registered nurse.

**SECTION 6 - NOTIFICATION OF SUBCONTRACTING OPPORTUNITY**

Complying with a, b and c of this section constitutes Good Faith Effort towards the portion of work listed in SECTION 3. After performing the requirements of this section, complete SECTION 7, 8 and 10.

- a. Provide written notification of the subcontracting opportunity listed in SECTION 3 to **three (3)** or more HUBs. Use the State of Texas' Centralized Master Bidders List (CMBL), found at <http://www.tbpc.state.tx.us/cmb/cmbhub.html>, and its HUB Directory, found at <http://www.tbpc.state.tx.us/cmb/hubonly.html>, to identify available HUBs. **Note: Attach supporting documentation (letters, phone logs, fax transmittals, electronic mail, etc.) demonstrating evidence of the good faith effort performed.**
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**SECTION 7 - HUB FIRMS CONTACTED FOR SUBCONTRACTING OPPORTUNITY**

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| Company Name                      | VID #         | Notice Date<br>(mm/dd/yyyy) | Was Response Received?                    |                               |
|-----------------------------------|---------------|-----------------------------|---|-------------------------------|
| Xnet Systems                      | 1760577006800 | 01/22/2008                  | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Austin Ribbon & Computer Services | 1742339797900 | 01/22/2008                  | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Horizon Telephone Systems (HTC)   | 1742435600800 | 01/22/2008                  | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Technology for Education          | 174287940550  | 01/22/2008                  | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Quick Compute                     | 1810586584600 | 01/22/2008                  | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Checkpoint Services               | 1742755490200 | 01/22/2008                  | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |

**SECTION 8**

06 / 30 / 2006

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|                                   |               |            |   |
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Enter your company's name here: \_\_\_\_\_

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HSP Rev. 9/05

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| Horizon Telephone Systems (HTC)   | 1742435600800 | 01/22/2008                |                              | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Technology for Education          | 174287940550  | 01/22/2008                |                              | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Quick Compute                     | 1810586584600 | 01/22/2008                |                              | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |
| Checkpoint Services               | 1742755490200 | 01/22/2008                |                              | <input checked="" type="checkbox"/> - Yes | <input type="checkbox"/> - No |

\*If the subcontractor(s) you selected is not a Texas certified HUB, provide written justification of your selection process below:

Enter your company's name here:

Page

Solicitation #:

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## SECTION 9 - SELF PERFORMANCE JUSTIFICATION

(If you responded "No" to SECTION 2, you must complete SECTION 9 and 10.)

Does your response/proposal contain an explanation demonstrating how your company will fulfill the entire contract with its own resources?

- ☐ - Yes If Yes, in the space provided below, list the specific page/section of your proposal which identifies how your company will perform the entire contract with its own equipment, supplies, materials and/or employees.
- ☐ - No If No, in the space provided below, explain how your company will perform the entire contract with its own equipment, supplies, materials, and/or employees.



## SECTION 10 - AFFIRMATION

As evidenced by my signature below, I affirm that I am an authorized representative of the respondent listed in SECTION 1, and that the information and supporting documentation submitted with the HSP are true and correct. Respondent understands and agrees that, if awarded any portion of the solicitation:

- The respondent must submit monthly compliance reports (Prime Contractor Progress Assessment Report – PAR) to the contracting agency, verifying their compliance with the HSP, including the use/expenditures they have made to subcontractors. (The PAR is available at <http://www.tbpc.state.tx.us/hub/forms/subcontractprogassess.doc>).
- The respondent must seek approval from the contracting agency prior to making any modifications to their HSP. If the HSP is modified without the contracting agency's prior approval, respondent may be subject to debarment pursuant to Gov't Code §2161.253(d).
- The respondent must, upon request, allow the contracting agency to perform on-site reviews of the company's headquarters and/or work-site where services are to be performed and must provide documents regarding staff and other resources.

\_\_\_\_\_  
Signature

Kris Mogensen  
Printed Name

Contract Specialist  
Title

1/24/08  
Date